7/14/88 A8720-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		MAY 1988	MAY 1987	JUL-MAY 1987/88	JUL-MAY 1986/87
AL	Alabama	6,059	2,540	64,426	56,866
AK	Alaska	182	542	433	2,258
AZ	Arizona	89	74	2,302	1,475
AR	Arkansas	7,811	5,499	54,484	51,508
CA	California	6,170	7,110	70,054	62,726
CO	Colorado	888	828	7,423	7,978
CT	Connecticut	820	790	3,460	4,025
DE	Delaware	2,246	2,269	16,855	22,407
FL	Florida	6,660	10,001	115,380	135,905
GA	Georgia	7,081	7,726	111,293	109,895
HI	Hawaii	2,919	83	12,668	10,976
ID	Idaho	1,715	1,532	22,144	25,866
IL	Illinois	49,181	37,447	652,688	664,195
IN	Indiana	34,199	39,209	324,167	361,122
IA	Iowa	20,658	19,196	444,371	425,113
KS	Kansas	5,189	4,144	47,639	30,886
KY	Kentucky	6,296	8,927	81,212	101,835
LA	Louisiana	4,846	4,583	151,140	100,524
ME	Maine	818	1,476	5,908	7,086
MD	Maryland	974	1,825	26,061	28,163
MA	Massachusetts	662	605	3,695	3,756
MI	Michigan	40,544	44,634	168,470	192,057
MN	Minnesota	32,883	23,229	340,474	314,457
MS	Mississippi	2,892	81	38,273	18,479
MO	Missouri	19,244	21,007	252,628	260,864
MT	Montana	732	645	10,799	11,047
NE	Nebraska	3,572	3,058	32,695	27,848
NV	Nevada	12	0	12	42
NH	New Hampshire	198	120	2,719	707
NJ	New Jersey	1,193	999	5,224	6,868
NM	New Mexico	388	3,921	9,513	9,653
NY	New York	14,739	18,878	52,106	69,895
NC	North Carolina	2,112	3,879	83,268	83,490
ND	North Dakota	2,523	3,874	24,551	25,267
OH	Ohio	30,910	21,713	399,643	435,397
OK	Oklahoma	3,695	3,325	24,516	20,060
OR	Oregon	1,746	2,117	27,209	27,962
PA	Pennsylvania	5,303	8,252	49,742	59,762
RI	Rhode Island	273	344	1,506	1,538
SC	South Carolina	1,540	1,872	63,238	62,882
SD	South Dakota	3,596	2,714	15,438	13,439
TN	Tennessee	8,915	13,567	90,599	110,290
TX	Texas	13,790	16,243	162,439	125,908
UT	Utah	83	256	5,869	4,511
VT	Vermont	648	830	2,096	2,669
VA	Virginia	8,986	9,682	86,496	91,433
WA	Washington	2,834	2,859	37,024	40,417
WV	West Virginia	121	500	1,833	3,248
WI	Wisconsin	47,775	31,422	253,190	274,030
WY	Wyoming	184	163	1,900	1,578
	TOTAL U.S.:	416,894	396,590	4,461,273	4,510,363
CANADA					
AB	Alberta	10,035	11,695	31,179	28,261
BC	Brit. Columbia	1,197	1,142	7,272	7,495
MB	Manitoba	5,170	5,522	26,278	22,058
NB	New Brunswick	2,754	4,194	15,469	13,941
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	1,761	2,081	6,209	6,275
ON	Ontario	29,913	11,933	221,213	195,499
PE	Pr.Edward Isle	4,448	5,849	10,492	12,092
PQ	Quebec	24,448	14,095	135,088	109,861
SK	Saskatchewan	4,579	3,928	20,696	28,670
	TOTAL CAN:	84,305	60,439	473,896	424,152
EXPORT SALES:		417,840	335,828	3,782,467	3,380,032
TOTAL AGRICULTURAL		919,039	792,857	8,717,636	8,314,547
Non-Ag U.S.		33,033	27,184	385,624	340,678
	Canada	1,691	1,627	22,842	15,733
	Exports	5,051	10,968	106,111	75,133
TOTAL NON-AGRICULTURAL		39,775	39,779	514,577	431,544
GRAND TOTAL		**958,814**	**832,636**	**9,232,213**	**8,746,091**

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)
MAY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	546	2,485	2,205	355	468	6,059
AK Alaska	0	0	182	0	0	182
AZ Arizona	46	0	31	0	12	89
AR Arkansas	30	0	5,662	2,103	16	7,811
CA California	3,008	955	899	0	1,308	6,170
CO Colorado	62	0	714	53	59	888
CT Connecticut	0	0	820	0	0	820
DE Delaware	0	0	2,042	160	44	2,246
FL Florida	1,692	553	243	521	3,651	6,660
GA Georgia	803	2,144	1,200	1,862	1,072	7,081
HI Hawaii	0	2,800	(21)	44	96	2,919
ID Idaho	0	202	1,434	73	6	1,715
IL Illinois	4,417	35,772	1,227	7,531	234	49,181
IN Indiana	816	24,067	2,958	6,156	202	34,199
IA Iowa	41	10,952	3,187	6,465	13	20,658
KS Kansas	120	534	3,599	780	156	5,199
KY Kentucky	0	5,053	942	0	301	6,296
LA Louisiana	14	467	3,824	538	3	4,846
ME Maine	0	0	786	7	25	818
MD Maryland	0	0	563	405	6	974
MA Massachusetts	0	125	370	0	167	662
MI Michigan	40	26,046	13,725	608	125	40,544
MN Minnesota	2,034	12,411	17,025	1,145	268	32,883
MS Mississippi	0	1,217	385	1,249	41	2,892
MO Missouri	824	3,975	10,898	3,507	40	19,244
MT Montana	15	37	673	7	0	732
NE Nebraska	189	226	1,539	1,258	360	3,572
NV Nevada	0	0	0	0	12	12
NH New Hampshire	0	0	198	0	0	198
NJ New Jersey	0	248	550	325	70	1,193
NM New Mexico	0	31	133	0	224	388
NY New York	0	5,405	7,692	1,411	231	14,739
NC North Carolina	0	488	563	370	691	2,112
ND North Dakota	0	741	1,761	21	0	2,523
OH Ohio	1,648	15,620	11,285	1,820	537	30,910
OK Oklahoma	196	530	2,839	81	49	3,695
OR Oregon	0	456	1,035	139	116	1,746
PA Pennsylvania	585	367	3,331	767	253	5,303
RI Rhode Island	0	0	59	126	88	273
SC South Carolina	122	542	306	249	321	1,540
SD South Dakota	0	1,953	1,244	399	0	3,596
TN Tennessee	365	4,336	2,122	1,[illegible]	119	8,915
TX Texas	1,463	3,654	6,706	[illegible]	260	13,790
UT Utah	16	0	67	[illegible]	0	83
VT Vermont	0	0	463	126	59	648
VA Virginia	1,880	121	6,189	545	251	8,986
WA Washington	72	678	1,623	237	224	2,834
WV West Virginia	0	60	61	0	0	121
WI Wisconsin	2,182	26,889	16,297	2,012	395	47,775
WY Wyoming	16	0	152	0	16	184
TOTAL U.S.:	23,242	192,140	141,788	47,135	12,589	416,894
CANADA						
AB Alberta	0	51	9,608	376	0	10,035
BC Brit. Columbia	0	135	1,042	0	20	1,197
MB Manitoba	0	976	3,691	503	0	5,170
NB New Brunswick	0	877	1,828	16	33	2,754
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	1,761	0	0	1,761
ON Ontario	27	18,122	10,152	762	850	29,913
PE Pr.Edward Isle	0	0	3,867	0	581	4,448
PQ Quebec	17	3,160	20,121	0	1,150	24,448
SK Saskatchewan	77	64	4,399	39	0	4,579
TOTAL CAN:	121	23,385	56,469	1,696	2,634	84,305
*EXPORT SALES:	341,949	2,139	64,720	3,448	5,584	417,840
TOTAL AG SALES	365,312	217,664	262,977	52,279	20,807	919,039
NON-AG U.S.	22,702	-	-	9,522	809	33,033
Canada	1,465	-	-	196	30	1,691
*Exports	471	-	-	4,580	0	5,051
TOTAL NON-AG SALES	24,638	-	-	14,298	839	39,775
GRAND TOTAL	**389,950**	**217,664**	**262,977**	**66,577**	**21,646**	**958,814**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

MAY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	2,050	0	2,345	0	1,674	6,069
Australia	0	0	18,231	0	0	18,231
Brazil	11,731	0	37,580	0	0	49,311
Chile	18,943	0	0	0	1,102	20,045
China	64,446	0	0	0	0	64,446
Columbia	4,214	0	0	0	1,213	5,427
Costa Rica	0	0	936	0	0	936
Denmark	15,450	0	0	0	0	15,450
Guyana	463	0	0	0	231	694
India	26,043	0	0	0	0	26,043
Indonesia	27,644	0	0	0	0	27,644
Japan	31,450	2,139	5,628	3,448	969	43,634
Korea	48,668	0	0	0	0	48,668
Malaysia	31,525	0	0	0	0	31,525
Mexico	11,681	0	0	0	274	11,955
New Zealand	324	0	0	0	0	324
Nigeria	5,952	0	0	0	0	5,952
Norway	9,538	0	0	0	0	9,538
Peru	4,861	0	0	0	0	4,861
Philippines	13,306	0	0	0	0	13,306
Sri Lanka	3,638	0	0	0	0	3,638
Switzerland	10,022	0	0	0	0	10,022
Taiwan	0	0	0	0	121	121
TOTAL AG:	341,949	2,139	64,720	3,448	5,584	417,840
NON-AGRICULTURAL						
Japan	126	-	-	4,580	0	4,706
Mexico	295	-	-	0	0	295
United Kingdom	50	-	-	0	0	50
TOTAL NON-AG:	471	-	-	4,580	0	5,051
TOTAL EXPORTS	**342,420**	**2,139**	**64,720**	**8,028**	**5,584**	**422,891**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

MAY 1988

AGRICULTURAL		STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL	Alabama	364	2,485	2,130	355	5,334
AK	Alaska	0	0	182	0	182
AZ	Arizona	0	0	0	0	0
AR	Arkansas	0	0	1,138	0	1,138
CA	California	0	15	(41)	0	(26)
CO	Colorado	0	0	16	0	16
CT	Connecticut	0	0	820	0	820
DE	Delaware	0	0	2,042	160	2,202
FL	Florida	1,642	553	243	521	2,959
GA	Georgia	803	2,144	1,200	1,862	6,009
HI	Hawaii	0	2,739	(21)	44	2,762
ID	Idaho	0	202	794	73	1,069
IL	Illinois	4,417	35,772	1,106	7,531	48,826
IN	Indiana	692	24,067	2,958	6,156	33,873
IA	Iowa	16	10,842	3,108	6,399	20,365
KS	Kansas	0	0	126	87	213
KY	Kentucky	0	5,053	604	0	5,657
LA	Louisiana	0	0	0	0	0
ME	Maine	0	0	786	0	786
MD	Maryland	0	0	563	405	968
MA	Massachusetts	0	125	370	0	495
MI	Michigan	40	26,046	13,725	608	40,419
MN	Minnesota	1,955	12,313	16,944	1,112	32,324
MS	Mississippi	0	1,081	46	0	1,127
MO	Missouri	0	3,582	4,580	2,502	10,664
MT	Montana	0	37	658	7	702
NE	Nebraska	0	226	1,086	1,258	2,570
NV	Nevada	0	0	0	0	0
NH	New Hampshire	0	0	198	0	198
NJ	New Jersey	0	248	550	325	1,123
NM	New Mexico	0	0	0	0	0
NY	New York	0	5,405	7,692	1,411	14,508
NC	North Carolina	0	488	563	370	1,421
ND	North Dakota	0	741	1,761	21	2,523
OH	Ohio	1,648	15,620	11,285	1,820	30,373
OK	Oklahoma	0	0	138	0	138
OR	Oregon	0	456	628	139	1,223
PA	Pennsylvania	547	367	3,331	767	5,012
RI	Rhode Island	0	0	59	126	185
SC	South Carolina	122	542	306	249	1,219
SD	South Dakota	0	1,953	1,244	399	3,596
TN	Tennessee	0	4,336	1,190	1,926	7,452
TX	Texas	0	0	88	0	88
UT	Utah	0	0	0	0	0
VT	Vermont	0	0	463	126	589
VA	Virginia	1,880	121	6,189	545	8,735
WA	Washington	72	678	1,563	237	2,550
WV	West Virginia	0	60	61	0	121
WI	Wisconsin	2,182	26,889	16,297	2,012	47,380
WY	Wyoming	0	0	75	0	75
	TOTAL U.S.:	16,380	185,186	108,844	39,553	349,963
CANADA						
AB	Alberta	0	51	9,608	376	10,035
BC	Brit. Columbia	0	135	1,042	0	1,177
MB	Manitoba	0	976	3,691	503	5,170
NB	New Brunswick	0	877	1,828	16	2,721
NF	Newfoundland	0	0	0	0	0
NS	Nova Scotia	0	0	1,761	0	1,761
ON	Ontario	27	18,122	10,093	762	29,004
PE	Pr.Edward Isle	0	0	3,867	0	3,867
PQ	Quebec	17	3,160	20,064	0	23,241
SK	Saskatchewan	77	64	4,399	39	4,579
	TOTAL CAN:	121	23,385	56,353	1,696	81,555
*EXPORT SALES:		324,787	1,701	45,385	3,448	375,321
TOTAL AG SALES		341,288	210,272	210,582	44,697	806,839
NON-AG U.S.		13,107	-	-	8,456	21,563
	Canada	1,465	-	-	196	1,661
	*Exports	176	-	-	4,580	4,756
TOTAL NON-AG SALES		14,748	-	-	13,232	27,980
GRAND TOTAL		**356,036**	**210,272**	**210,582**	**57,929**	**834,819**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

MAY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Argentina	2,050	0	2,345	0	4,395
Australia	0	0	18,231	0	18,231
Brazil	3,362	0	19,181	0	22,543
Chile	15,598	0	0	0	15,598
China	64,446	0	0	0	64,446
Denmark	15,450	0	0	0	15,450
India	26,043	0	0	0	26,043
Indonesia	27,644	0	0	0	27,644
Japan	31,450	1,701	5,628	3,448	42,227
Korea	48,668	0	0	0	48,668
Malaysia	31,525	0	0	0	31,525
Mexico	10,910	0	0	0	10,910
New Zealand	324	0	0	0	324
Nigeria	5,952	0	0	0	5,952
Norway	9,538	0	0	0	9,538
Peru	4,861	0	0	0	4,861
Philippines	13,306	0	0	0	13,306
Sri Lanka	3,638	0	0	0	3,638
Switzerland	10,022	0	0	0	10,022
TOTAL AG:	324,787	1,701	45,385	3,448	375,321
NON-AGRICULTURAL					
Japan	126	-	-	4,580	4,706
United Kingdom	50	-	-	0	50
TOTAL NON-AG:	176	-	-	4,580	4,756
TOTAL EXPORTS	**324,963**	**1,701**	**45,385**	**8,028**	**380,077**

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)
MAY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	182	0	75	0	468	725
AK Alaska	0	0	0	0	0	0
AZ Arizona	46	0	31	0	12	89
AR Arkansas	30	0	4,524	2,103	16	6,673
CA California	3,008	940	940	0	1,308	6,196
CO Colorado	62	0	698	53	59	872
CT Connecticut	0	0	0	0	0	0
DE Delaware	0	0	0	0	44	44
FL Florida	50	0	0	0	3,651	3,701
GA Georgia	0	0	0	0	1,072	1,072
HI Hawaii	0	61	0	0	96	157
ID Idaho	0	0	640	0	6	646
IL Illinois	0	0	121	0	234	355
IN Indiana	124	0	0	0	202	326
IA Iowa	25	110	79	66	13	293
KS Kansas	120	534	3,473	693	156	4,9
KY Kentucky	0	0	338	0	301	6
LA Louisiana	14	467	3,824	538	3	4,846
ME Maine	0	0	0	7	25	32
MD Maryland	0	0	0	0	6	6
MA Massachusetts	0	0	0	0	167	167
MI Michigan	0	0	0	0	125	125
MN Minnesota	79	98	81	33	268	559
MS Mississippi	0	136	339	1,249	41	1,765
MO Missouri	824	393	6,318	1,005	40	8,580
MT Montana	15	0	15	0	0	30
NE Nebraska	189	0	453	0	360	1,002
NV Nevada	0	0	0	0	12	12
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	70	70
NM New Mexico	0	31	133	0	224	388
NY New York	0	0	0	0	231	231
NC North Carolina	0	0	0	0	691	691
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	537	537
OK Oklahoma	196	530	2,701	81	49	3,557
OR Oregon	0	0	407	0	116	523
PA Pennsylvania	38	0	0	0	253	291
RI Rhode Island	0	0	0	0	88	88
SC South Carolina	0	0	0	0	321	321
SD South Dakota	0	0	0	0	0	0
TN Tennessee	365	0	932	47	119	1,463
TX Texas	1,463	3,654	6,618	1,707	260	13,702
UT Utah	16	0	67	0	0	83
VT Vermont	0	0	0	0	59	59
VA Virginia	0	0	0	0	251	251
WA Washington	0	0	60	0	224	284
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	395	395
WY Wyoming	16	0	77	0	16	109
TOTAL U.S.:	6,862	6,954	32,944	7,582	12,589	66,931
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	20	20
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	33	33
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	59	0	850	909
PE Pr.Edward Isle	0	0	0	0	581	581
PQ Quebec	0	0	57	0	1,150	1,207
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	116	0	2,634	2,750
*EXPORT SALES:	17,162	438	19,335	0	5,584	42,519
TOTAL AG SALES	24,024	7,392	52,395	7,582	20,807	112,200
NON-AG U.S.	9,595	-	-	1,066	809	11,470
Canada	0	-	-	0	30	30
*Exports	295	-	-	0	0	295
TOTAL NON-AG SALES	9,890	-	-	1,066	839	11,795
GRAND TOTAL	**33,914**	**7,392**	**52,395**	**8,648**	**21,646**	**123,995**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

MAY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	0	0	1,674	1,674
Brazil	8,369	0	18,399	0	0	26,768
Chile	3,345	0	0	0	1,102	4,447
Columbia	4,214	0	0	0	1,213	5,427
Costa Rica	0	0	936	0	0	936
[illegible]na	463	0	0	0	231	694
[illegible]	0	438	0	0	969	1,407
[illegible]o	771	0	0	0	274	1,045
Taiwan	0	0	0	0	121	121
TOTAL AG:	17,162	438	19,335	0	5,584	42,519
NON-AGRICULTURAL						
Mexico	295	-	-	0	0	295
TOTAL NON-AG:	295	-	-	0	0	295
TOTAL EXPORTS	**17,457**	**438**	**19,335**	**0**	**5,584**	**42,814**